A LETTER FROM THE PRESIDENT & CEO

United Way of Lake County had another successful year helping people, all thanks to our generous supporters. Whether you donated, advocated or volunteered, you helped improve the lives of people in our community. Through our efforts, we provided meals, which relieved the stress of food insecurity, helped pre-school children ensure they were ready to enter kindergarten and successfully reach their educational milestones, and funded programs that made sure people had access to medical, mental and dental care they would have otherwise not been able to afford. These are just a small sample of how our collective efforts helped people live better lives in Lake County.

Our 2018 campaign was chaired by Morris Beverage III, President of Lighthouse Advisers in Mentor. Morris is a life-long Lake County resident and his passion to help people is undeniable. Under Morris’ volunteer leadership, United Way of Lake County hosted the largest attended campaign kickoff in history, thanks to his effort of bringing the Lake County High School Drumline Showcase to fruition. A crowd of approximately 1,800 people gathered in Classic Park, home of the Lake County Captains, to enjoy the talents of the Fairport Harbor Marching Band Drumline, the Harvey Red Raider Marching Band Drumline, the Lake Catholic Cougar Pride Marching Band Drumline, the Madison Blue Streak Drumline, the Riverside Regiment Marching Band Drumline and the Wickliffe Blue Devil Swing Band Drumline. What a fun night this was, and a great way to share our United Way of Lake County message with our community.

Thanks to Morris’ efforts, we also experienced the highest grossing Celebrity Server event at the American-Croatian Lodge. This was our 16th Annual Celebrity Server and Morris outdid himself by helping to raise over $40,000!

Our United Way of Lake County affinity groups also worked tirelessly to impact lives. UWLC’s Emerging Leaders continued to support Lake County’s youth and UWLC’s Women’s Leadership Council impacted the lives of women and girls. Of course, our Youth United Way participants made us proud again by being the largest class to date, representing every Lake County school district.

Every year when I take time to reflect on the previous twelve months, I am always in awe of the way this community supports one another and rallies around United Way’s efforts. Between the generous monetary gifts, the endless volunteer hours and the advocacy, I know that we are making people’s lives better.

Thank you all for another exceptional year. We are planning some exciting changes and I look forward to continuing our efforts in 2019, and for years to come.

Sincerely,

Jennifer McCarty, President & CEO
United Way of Lake County
2018 BOARD CHAIR

It is with much gratitude that I write on behalf of the Board of Directors of United Way of Lake County (UWLC). Our mission is to measurably improve the lives of the residents of Lake County and I am grateful that once again this year we can say we have impacted many lives.

Throughout this report are numerous examples of the work of the UWLC focusing on education, financial stability and health. This past year UWLC has supported programs that increase literacy, aid those impacted by financial constraints, domestic abuse, addiction, and provide meals to those in need.

The support we provide to the people of Lake County would not be possible without the dedicated staff, hundreds of volunteers, and of course those who contribute through workplace campaigns, events, and programs like Feed Lake County.

The UWLC staff, led by our President Jennifer McCarty, have shown boundless energy to promote our mission. The staff not only relies on proven methods from past years to obtain resources, I have witnessed how they seek and leverage new ideas to increase our impact.

Our volunteers are dedicated to our mission. This year we were blessed with the enthusiasm of Morris Beverage III as our campaign chair. His passion and creativity led to many additional resources that are being deployed to help others.

There are so many other volunteers to whom I am grateful for their contribution. These include those on the Community Impact Committee, the Campaign Cabinet, the Board of Directors, the Women’s Leadership Council, the Emerging Leaders, and many others whose dedication and commitment allow UWLC to impact so many people.

And none of this would be possible without the continued generosity of those who provide financial support through their workplaces and/or support our events and programs. I am grateful to all of you.

It is with the deepest form of gratitude that I invite you to read these pages and be proud of the impact of United Way of Lake County.

Kathleen Buse
Director, Research & Women’s Leadership Institute at ERC
2018 Board Chair, United Way of Lake County

2018 CAMPAIGN CHAIR

It has been my greatest honor to serve as United Way of Lake County’s 2018 Campaign Chair.

When caught up in the day-to-day of life, it’s easy to forget that those who United Way of Lake County serves are real people with actual problems. My role as campaign chair allowed me to explore and gain a greater understanding of the hardships faced by so many here in our community. It has given me a window into what it’s like to live life on the margins, and to provide a voice for those without one. It’s also given me a greater understanding of the critical role United Way of Lake County and their partner agencies play in helping those members of our community who might otherwise be forgotten.

United Way of Lake County works hard to allocate funds where needs are the greatest. They also serve as the single common thread among their partner agencies, working in tandem as pieces of a puzzle that come together to ensure those in need are cared for.

I’ve enjoyed many thought-provoking experiences while in my role, and it’s become obvious that there is not an easy fix. Even more obvious is that we must never give up. We must help, and United Way of Lake County is the best way to help the most people. Please join me in continued support of their work to help Lake County’s most vulnerable residents.

Together, we impact lives.

Sincerely,

Morris Beverage III
President, Lighthouse Advisers
2018 Campaign Chair, United Way of Lake County
2018

OUR MISSION
To measurably improve the quality of people's lives in Lake County.

OUR VISION
United Way of Lake County will become the entrusted champion that drives improved outcomes in our community by funding services that impact education, income and health.

UNITED WAY OF LAKE COUNTY BOARD OF DIRECTORS
EXECUTIVE COMMITTEE • BOARD OFFICERS

Board Chair
Kathleen Buse, Ph.D., ERC

First Vice Chair
Scott J. Mann, CFP®, AAMS®, Benjamin F. Edwards & Co.

Treasurer
Scot A. Park, CPA, Artower Advisory Services, LLC

Campaign Chair
Morris Beverage III, Lighthouse Advisers

BOARD OF DIRECTORS
Todd Alishusky, SMART Union #33
Karen Allen, The Lubrizol Corporation
Morris Beverage III, Lighthouse Advisers
Tom Brew, Britton Gallagher
Rick Busby, The Rogers Company
Rick Cicero, Lake Health
Jim Clements, Catholic Charities of Lake County
Patti Gavoraki, Cardinal Commerce
Michelle Graf, The Lubrizol Corporation
Brandi Haught, KeyBank
Jeremy Issue, Harvey, Abens, Issue, Co., LPA
Al Jones, Lake County NAACP
Ellen Foley Kessler, WINT Integrity Radio
Robert Lee, Lincoln Electric
Jennifer McCarty, United Way of Lake County
Kimberly Moses, Calfree, Halter & Griswold LLP
Kathy Peterson, Community Volunteer
Andrew Phelps, PNC
Mary Rossoll, Avery Dennison
Amber Thomas, Crossroads

UWLC STAFF
Jennifer McCarty, President & CEO
Tami Lewis, Director of Marketing & Communications
Jodi Matsko, Resource Development Manager
Jean Sency, Vice President of Resource Development
Zach Siebert, Director of Finance & Operations
David Whittaker, Resource Development Manager

EMERITUS BOARD MEMBERS
Abraham Cantor, Law Office of Abraham Cantor
Melissa Ferguson, Functional Design
Thomas W. Ferguson, State Farm Insurance
Thomas D. Hill, Thomas Hill Investment Services
Rita McMahon, Aislinn Consulting
Robert Schiebli, Iron Workers #468, Retired
Carol-Ann Schindel, CPA
Judge William Weaver
ALICE IN LAKE COUNTY

YOU MAY NOT KNOW IT, BUT THE ANSWER IS YES.
IN FACT, YOU KNOW MANY ALICES.

ALICE
is a United
Way acronym for
Asset Limited, Income
Constrained, Employed.

ALICE stems from a United Way study taken on
to uncover the true number of people struggling,
above those who live in poverty. The study has been adopted
by eighteen states, including Ohio. Before this study, ALICE was a
population and community issue without a name or face.

ALICE are households that earn more than the Federal Poverty Level, but less than the
basic cost of living for the county. Combined, the number of poverty and ALICE households
equals the total population struggling to afford basic needs.

ALICE represents the men and women who get up each day to go to work, but who aren’t sure
if they’ll be able to put dinner on the table each night. ALICE is your child care worker,
mechanic, home health aide, store clerk, office assistant and more - all workers
essential to you and to our community’s success.
NEARLY 1/3 OF LAKE COUNTY HOUSEHOLDS ARE STRUGGLING TO AFFORD BASIC NEEDS.

The study challenged existing methods for measuring "poverty" and revealed a problem far more serious and prevalent.

ALICE represents the people who get up and go to work everyday, perhaps even working more than one job, but still cannot make ends meet. ALICE lives paycheck to paycheck without a safety net to fall back on making them vulnerable to unexpected expenses.

These are the people forced to make tough decisions about which bills to pay and needs to fill because they are spread so thin. Do they put dinner on the table for their children, put gas in their car to go to work, fill a prescription or pay their electric bill? These are the questions ALICE faces each day. The struggle is real.

Sadly, the number of Lake County households who are ALICE - living paycheck to paycheck, struggling to afford life's basic necessities - far exceeds Lake County's low federal poverty statistics.

96,655: Number of Households in Lake County

- Above ALICE threshold (66,692 HH): Households that earn more than the federal poverty level and the basic cost of living.
- ALICE (22,231 HH): Households that earn more than the federal poverty level, but less than the basic cost of living.

THE COMBINED PERCENTAGE OF POVERTY AND ALICE HOUSEHOLDS STRUGGLING TO AFFORD BASIC NEEDS IN LAKE COUNTY:

(31%) (29,963 HH) (Based on 2015 point-in-time data.)
Volunteer committees do this work so donors aren’t faced with the daunting task of determining the best way to help the most people.

The Community Investment process is our method for annually reviewing and evaluating funding applications submitted by non-profit agencies to determine who will receive funds and the level of funding that will be provided. These decisions are based upon a thorough review of financial and administrative information, program evaluation and site visits by our Community Impact Evaluation & Investment committee volunteers.

With such great need, deciding where to allocate funds can be challenging, which is why our volunteers rely on research. The goal is to ensure all programs funded are effective, efficient and result in positive outcomes that benefit Lake County residents.
VOLUNTEERS DECIDE WHICH PROGRAMS WE SUPPORT.

2018 COMMUNITY IMPACT VOLUNTEERS

Financial Stability
Chair: Jim Tobin, AT&T, Retired
Alison Adinaro, Marous Brothers Construction
Rick Bumgardner, The Lubrizol Corporation
Michael DeLuca, Meister Media Worldwide
David Goldstein, Mid-West Materials
Christine Hartog, ErieBank
Cathy Humphrey, Community Volunteer
Michael Pugh, Angstrom Graphics
Denis Nowacki, Keller Williams
David Sarosy, Community Volunteer
Matt Stanton, One Sky Flight, LLC
Annie Zahradnik, Painesville City Schools

Basic Needs
Chair: Ken Sawicki, Community Volunteer
Daniel Arian, Community Volunteer
Ellen Chamberlin, Community Volunteer
Michael DeMarco, Community Volunteer
Dione Demitro, Lakeland Community College
Susan Fasso, De Nora Tech
Christine Margulis, LGHD
Alyson Phelan, Community Volunteer
Bruce Wilson, Senior SafeGuard

Education
Chair: Jay Hemphill, Insurance Partners
Megan Albert, Open Doors Academy
Donna Butcher, Donna DeCenso Butcher, CPA
Gwen Corban, Community Volunteer
Jessica Humphrey, University Hospitals
Daniel Jacobs, Meister Media Worldwide
Mary McKernan-Gryzmala, Hospice of the Western Reserve
Karen Piro, Concord Fire Dept
Carolyn Z. Slocombe, Chagrin Falls School District
Emily Vanek, The Lubrizol Corporation
Dave Vuicich, Cres Cor, Retired

Health
Chair: Don Bartlett, Community Volunteer
Teresa Ackerman, Madison Township Police
Pat Cassella, Lake Health
Kelly Criss, University Hospitals
Connie Eyman, Mapleview Country Villa
Katie Mackey, Community Volunteer
Sue Mancino, Community Volunteer
Jeanette Meier, Community Volunteer
Tricia Onderisin, Signature Health
Dawn Skerness, FirstEnergy
Jim Wilcox, Community Volunteer
Annual Giving Campaign
Our Annual Giving Campaign fuels our work. Corporate contributions and donations raised from workplace campaigns allow us to help Lake County’s most vulnerable residents.

Community Investment Process
Volunteers study the needs of the community along with the data, impact and effectiveness of community funded programs before determining annual allocations.

Monitoring & Oversight
Volunteers evaluate and oversee every service making sure we’re achieving measurable outcomes through continuous monitoring and oversight.

Independently Operated & Governed
All United Ways are independent entities from United Way Worldwide (UWW) and have the autonomy to do the work that best serves their communities, while adhering to brand guidelines and membership requirements. As a member of UWW, we pay dues for the privilege of the United Way brand and access to UWW resources. We are a 501(c)(3) charitable organization and solely dependent on local donations.

Impact
In 2018, nearly 84,000 services were provided to Lake County residents in need. Over 230,000 meals were provided for people who would have otherwise gone hungry. Formula was provided to nourish 241 babies from low-income households. Nearly 29,000 congregate meals were provided to our seniors. A total of 27,055 emergency services were provided. Nearly 500 homeless persons received shelter. A total of 825 survivors of domestic abuse received shelter and care. And the list goes on.

Contributions Raised in Lake County, Stay in Lake County.
In 2018, Nearly 84,000 Services Were Provided To Residents In Need.

THE BIG PICTURE
UNITED WAY OF LAKE COUNTY. CHANGING THE ODDS.
# United Way of Lake County 2018

## Supported Programs

### Financial Stability

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catholic Charities</td>
<td>$14,482</td>
</tr>
<tr>
<td>Latino Outreach Program</td>
<td></td>
</tr>
<tr>
<td>Catholic Charities</td>
<td>$21,424</td>
</tr>
<tr>
<td>Emergency Services</td>
<td></td>
</tr>
<tr>
<td>Forbes House</td>
<td>$75,332</td>
</tr>
<tr>
<td>Domestic Violence Shelter</td>
<td></td>
</tr>
<tr>
<td>Lake County Council on Aging</td>
<td>$68,500</td>
</tr>
<tr>
<td>Congregate Meals for Seniors</td>
<td></td>
</tr>
<tr>
<td>LC Community Network</td>
<td>$24,000</td>
</tr>
<tr>
<td>Emergency Assistance</td>
<td></td>
</tr>
<tr>
<td>Lake Geauga Furniture Bank</td>
<td>$4,000</td>
</tr>
<tr>
<td>Furniture Assistance</td>
<td></td>
</tr>
<tr>
<td>Legal Aid Society</td>
<td>$10,000</td>
</tr>
<tr>
<td>Legal Aid for Low Income Residents</td>
<td></td>
</tr>
<tr>
<td>Lifeline</td>
<td>$4,000</td>
</tr>
<tr>
<td>Supportive Housing Program</td>
<td></td>
</tr>
<tr>
<td>Lifeline</td>
<td>$13,000</td>
</tr>
<tr>
<td>Rental Assistance Program</td>
<td></td>
</tr>
<tr>
<td>Lifeline</td>
<td>$5,000</td>
</tr>
<tr>
<td>VITA Program</td>
<td></td>
</tr>
<tr>
<td>Lifeline</td>
<td>$83,673</td>
</tr>
<tr>
<td>211 Help Referral Hotline</td>
<td></td>
</tr>
<tr>
<td>Project Hope</td>
<td>$65,000</td>
</tr>
<tr>
<td>Homeless Shelter</td>
<td></td>
</tr>
<tr>
<td>Salvation Army Service Units</td>
<td>$23,633</td>
</tr>
<tr>
<td>Emergency Services</td>
<td></td>
</tr>
<tr>
<td>Salvation Army Citadel</td>
<td>$41,196</td>
</tr>
<tr>
<td>Emergency Services</td>
<td></td>
</tr>
<tr>
<td>Salvation Army Citadel</td>
<td>$25,622</td>
</tr>
<tr>
<td>Red Shield Program</td>
<td></td>
</tr>
<tr>
<td>Western Reserve Community Development Program</td>
<td></td>
</tr>
<tr>
<td>Housing Rehab/New Directions for Living Program</td>
<td>$35,470</td>
</tr>
</tbody>
</table>

**Total: $14,332 (47%)**

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>56,012 Services Provided</td>
<td></td>
</tr>
</tbody>
</table>

### Education

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Camp Sue Osborn</td>
<td>$29,777</td>
</tr>
<tr>
<td>Camping For Special Needs Kids</td>
<td></td>
</tr>
<tr>
<td>Crossroads</td>
<td>$60,000</td>
</tr>
<tr>
<td>Ohio Early Intervention</td>
<td></td>
</tr>
<tr>
<td>Fine Arts Association</td>
<td>$20,995</td>
</tr>
<tr>
<td>Scholarships</td>
<td></td>
</tr>
<tr>
<td>Lake Academy</td>
<td>$5,200</td>
</tr>
<tr>
<td>Social Worker</td>
<td></td>
</tr>
<tr>
<td>Lake County Captains</td>
<td>$4,000</td>
</tr>
<tr>
<td>Reading Program</td>
<td></td>
</tr>
<tr>
<td>Lake County YMCA</td>
<td>$22,000</td>
</tr>
<tr>
<td>Child Care</td>
<td></td>
</tr>
<tr>
<td>Lake County YMCA</td>
<td>$4,000</td>
</tr>
<tr>
<td>Summer Learning Program</td>
<td></td>
</tr>
<tr>
<td>Starting Point</td>
<td>$6,500</td>
</tr>
<tr>
<td>Child Care Training</td>
<td></td>
</tr>
<tr>
<td>Starting Point</td>
<td>$16,000</td>
</tr>
<tr>
<td>Deverux Program</td>
<td></td>
</tr>
<tr>
<td>Torchlight Youth Mentoring Alliance</td>
<td>$32,000</td>
</tr>
<tr>
<td>Community Program</td>
<td></td>
</tr>
<tr>
<td>Torchlight Youth Mentoring Alliance</td>
<td>$24,000</td>
</tr>
<tr>
<td>After School Program</td>
<td></td>
</tr>
</tbody>
</table>

**Total: $224,472 (20%)**

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>20,238 Services Provided</td>
<td></td>
</tr>
</tbody>
</table>

### Health

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beacon Health Counseling</td>
<td>$15,000</td>
</tr>
<tr>
<td>Birthright, Inc.</td>
<td>$12,000</td>
</tr>
<tr>
<td>Infant Formula</td>
<td></td>
</tr>
<tr>
<td>Hospice of the Western Reserve Hospice Service</td>
<td>$35,000</td>
</tr>
<tr>
<td>Kidney Foundation</td>
<td>$24,600</td>
</tr>
<tr>
<td>Financial Assistance Program</td>
<td></td>
</tr>
<tr>
<td>Lake County Free Clinic</td>
<td>$11,017</td>
</tr>
<tr>
<td>Dental Program</td>
<td></td>
</tr>
<tr>
<td>Lake County Free Clinic Medical Care Program</td>
<td>$115,000</td>
</tr>
<tr>
<td>Lake County General Health Project Dawn Narcan Kits</td>
<td>$9,000</td>
</tr>
<tr>
<td>Lake County General Health Just Run Lake County</td>
<td>$5,000</td>
</tr>
<tr>
<td>Lake Health District Fund Prescription Assistance</td>
<td>$13,000</td>
</tr>
<tr>
<td>Lake-Geauga Recovery Centers Out-Patient Counseling</td>
<td>$37,759</td>
</tr>
<tr>
<td>Lake-Geauga Recovery Centers Residential Treatment: Women</td>
<td>$40,434</td>
</tr>
<tr>
<td>Lake-Geauga Recovery Centers Residential Treatment: Men</td>
<td>$26,395</td>
</tr>
<tr>
<td>Lifeline</td>
<td>$21,000</td>
</tr>
</tbody>
</table>

**Total: $365,205 (33%)**

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>7,482 Services Provided</td>
<td></td>
</tr>
</tbody>
</table>

Note: Funds for Basic Needs are nested among the categories of Health, Education and Financial Stability.
<table>
<thead>
<tr>
<th>Service Description</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic violence survivors benefited from refuge and care</td>
<td>825</td>
</tr>
<tr>
<td>2-1-1 help hotline referrals were provided to those in need</td>
<td>24,585</td>
</tr>
<tr>
<td>Children benefited from reading and education programs</td>
<td>17,850</td>
</tr>
<tr>
<td>Children benefited from mentors and youth enrichment programs</td>
<td>2,378</td>
</tr>
<tr>
<td>Medical and dental visits were funded</td>
<td>3,299</td>
</tr>
<tr>
<td>People benefited from prescription assistance</td>
<td>759</td>
</tr>
<tr>
<td>Additional people benefited from Familywise prescription program</td>
<td>2,789</td>
</tr>
<tr>
<td>Total prescription medication savings realized by people from Familywise prescription program</td>
<td>$206,496</td>
</tr>
</tbody>
</table>

Since 1922, United Way of Lake County has evolved to meet the needs of the times.
<table>
<thead>
<tr>
<th>Service Provided</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emergency services were provided to those in crisis</td>
<td>27,055</td>
</tr>
<tr>
<td>Meals were provided to feed our hungry</td>
<td>230,427</td>
</tr>
<tr>
<td>Congregate meals were provided to our seniors</td>
<td>28,757</td>
</tr>
<tr>
<td>Babies from low income households received formula</td>
<td>241</td>
</tr>
<tr>
<td>Hospice patients and their families received comfort and support</td>
<td>1,038</td>
</tr>
<tr>
<td>Homeless persons received shelter</td>
<td>471</td>
</tr>
<tr>
<td>People received substance abuse treatment</td>
<td>1,179</td>
</tr>
<tr>
<td>Day of Caring volunteer hours saved 45 local non-profits thousands of dollars</td>
<td>3,900</td>
</tr>
</tbody>
</table>

and the needs of our Lake County community.

* The total number of services provided is based on the programs our community impact fund supports. This does not include the number of residents who benefited from UWLC’s Familywise prescription program or the total number of meals UWLC provided to feed Lake County’s hungry.
CAMPAIGN CHAIR
Morris Beverage III, Lighthouse Advisers

CAMPAIGN CABINET
Erika Blackburn, Mentor City Schools
Lori Caszatt, Willoughby-Eastlake Public Library
Paul Catalano, Home Savings Bank
Rick Cicera, Lake Health
Melissa Clayton, Huntington Bank
Ted Cudak, LyondellBasell
Dione DeMetra, Lakeland Community College
Becky Dombek, Avery Dennison
Heidi Fyffe, Painesville City Schools
Brand Haught, KeyBank
Monica Irelan, City of Painesville
Michele Johnson, Lighthouse Advisers
Keith Koenig, Bistro 70
Ross McDonald, Lake County Board of Elections
Amy Olbrzych, Component Repair Technologies
Paul H. Olzak, Lake Health
Jennifer Pealer, Jennifer & Co.
Bob Petti, Eye Lighting International
Andy Phelps, PNC
Joe Popely, Lake Health
Richard Regovich, City of Willowick
Amy Sabath, Lakeland Community College
Angela Smith, Madison Local Schools
Josh Strickland, Dworken & Bernstein Co., L.P.A.
Bill Tanski, Truline Industries
Amber Thomas, Crossroads
Bryan Thomas, Lighthouse Advisers
Donna Tyson, Lake County Commissioner’s Office
Jen Yorke, Lake County Captains
Marlene Zanpedro, First National Bank

FINANCE COMMITTEE VOLUNTEERS
Treasurer: Scot A. Park, CPA, Artower Advisory Services, LLC
Todd Alshusky, SMART Local #33
Morris Beverage III, Lighthouse Advisers
Karen Burton, STERIS
Jack Gregorin, Middlefield Banking Company
Greg Lieb, The Lubrizol Corporation, Retired

MARKETING COMMITTEE VOLUNTEERS
Chair: Rick Busby, The Rogers Company
Karen Allen, The Lubrizol Corporation
Tom Brew, Britton Gallagher
Ellen Foley Kessler, WINT Integrity Radio
Maria Kula, STERIS
Julia Schick, Laketrans

WOMEN’S LEADERSHIP COUNCIL
Chair: Amber Thomas, Crossroads
First Vice Chair: Michele Johnson, Lighthouse Advisers
Second Vice Chair: Michelle Walker, Riverside Local Schools
Grants Committee Chair: Phyllis Wilcox, Community Volunteer
Membership Committee Chair: Beverly Lee, Riverside Schools, Retired
Speaker Series Chair: Kathleen Buse, Ph.D., ERC
Volunteer Committee Chair: Renee Ochaya, Mentor Senior Center
Winterfest Committee Chair: Linda Brentar, Lakeland Community College

Members
Ali Adinaro, Marous Brothers Construction
Andrea Andrews, Community Volunteer
Jessie Baginski, Leadership Lake County
Ewa A. Bardasz, Community Volunteer
Elaine Barnard, Community Volunteer
Christine Barnes, Lakeland Community College
Kelsey Brown, Howard Hanna
Tacey Brown, Community Volunteer
Rhonda Butler, Lakeland Community College
Brenda Butler, Ohio Bureau of Criminal Investigation
Regina Butsko, The Lubrizol Corporation
Rita Camarado, Northwest Bank
Beth Cassella, Community Volunteer
Lori Caszatt, Willoughby-Eastlake Public Library
Debbie Chorman, Community Volunteer
Janet Clair, Lake County Board of Elections
Linda Coffman, Leonbruno Insurance
Kristin Conteen, Component Repair Technologies
Christine Cooper, Koehles Fitzgerald LLC
Gwen Corban, Lifeline
Janet Cutscher, Brick House Partners
Yvonne Delgado Thomas, Fine Arts Association
Constance Eyeman, Community Volunteer
Beth Faulkner-Brown, Community Volunteer
Mary Feathers, Community Volunteer
Lorraine Fende, Lake County Ohio Government
Nancy Fisher, Community Volunteer
Ellen Forbus, Huntington
Nikki Formica-Babb, Marous Brothers Construction
Colleen Frabotta, FirstEnergy
Carol Furman, Lincoln Electric
Heidi Fyffe, Painesville City Schools
Patricia Gavorski, Cardinal Commerce
Bethany Germanto, First Federal Lakewood
Michelle Graf, The Lubrizol Corporation
Alyssa Gustwiler, Lake County YMCA
Nancy Guthrie, KeyBank
Stephanie Haines, Community Volunteer
Women’s Leadership Council Members (continued)

Laura Harig, KeyBank
Cheryl Holeski, The Lubrizol Corporation
Cathy Humphrey, LakeLand Community College, Retired
Sharon Jenkins, Lake Metroparks
Cristen Kane, RSVP Lake County
Maureen Kelly, Lake County Ohio Government
Sheryl Kline, Lake County Board of DD/Deepwood
Emily Kozlif, Coldwell Banker Hunter Realty
Pamela Kurt, Kurt Law Office
Jaime Loew, Woodforest National Bank
Christine Margolis, Lake County General Health District
Vera Marsic, The Lubrizol Corporation
Mary Kay McKernan-Gryzmal, Hospice of the Western Reserve
Kristen McLaughlin, KM Career Coaching & Consulting
Kate Miller, Great Lakes Mall
Kathy Milo, Lake County General Health District
Millie Muniak, Northwest Bank
Lee Nesler, Lake Humane Society
Amy Neumann, Good Plus Tech
Patty Perry, ProMark Enterprises, Inc.
Donna Price, First Federal Lakewood
Kris Radcliffe, TitleWave Real Estate Solutions
Julie Ramos, Wickliffe City School District
Cherie Rossochina, The Lubrizol Corporation, Retired
Mary Rossof, Avery Dennison Corporation
Marie Shaw, Marous Brothers Construction, Retired
Louise Sullivan, Avery Dennison Corporation
Amy Thuer, Avery Dennison Corporation
Kim Towbridge-Perry, Applied Science & Engineering, Inc.
Debbie Walsh, Ranallo & Aveni
Jackie Walsh, Community Volunteer
Christine Weber, Mentor Area Chamber of Commerce
Jodi Wilker, Community Volunteer
Chalana Williams, First Federal Lakewood
Joann Wirtz, Community Volunteer
Alecia Woolley, First Federal Lakewood
Jan Yorke, Lake County Captains

Emerging Leaders Members (continued)

Nicholas Cipkus, Positive Coaching Alliance
Christina Culliton, Diversified Insurance Concepts
Greg DeVan, U.S. Coast Guard
Joel DiMare, Lake County Board of Commissioners
Ally Dipre, Maloney + Novotny LLC
Lauren Downs, NMS CPA
Emily Englebricht, STERIS
Scarlett Englebricht, ECRM
Maritza Ferguson, Cuyahoga County Common Pleas
Kasey Forbes, Community Volunteer
Shaun Forbes, Fellowship of Christian Athletes
Anna Galipo, Case Western Reserve University
Frank Gallo, Andersons Pub & Garage Bar
Ryan Glikerson, Company 119
Katie Hill, Crossroads
Aaron Joseph Harden, HomeSmart Real Estate Momentum
Mario Juricic, Secure IT Asset Disposition Services
Eric Kaleal, Lighthouse Advisers
Emily Kofinis, NMS CPA
Michael Kovalkevwich, Electrical Innovations
Jeffrey Leahy, The Lubrizol Corporation
Kristen Leitenberger, STERIS Corporation
Thomas Lemire, Estadt Lemire Chiropractic Center
Ian Lewis, Little Scholars Learning
Meghan Marano, PNC Bank
Jennifer McGee, Lake County Prosecutor’s Office
Caleb Melhs, Perry High School
Shayne Miller, Engineered Tooling Solutions, LLC
Patrick Mohorcic, LC Port & Economic Development Authority
Thomas Muniak, DTC Marketing LLC
Ashley Newman, ECRM
Jenni Lynn Patterson, Lake County JFS
Jessie Perry, Avery Dennison
Priya Pickett, Chase Bank
Matt Porter, Grant Thornton LLP
Connor Powers, Liberty Mutual
Sarah E. Repasy, American Heart Association
Abbie Riehl, Staffing Solutions
Caitlin Rogers, Mentor Public Schools
Mike Ross, Howard Hanna
Brian Salvatore, Howard Hanna
James Schleicher, Western Southern Financial
Jared Schroeder, Park Place Technologies
Brad Shimko, Hobe & Lucas
Joe Shriver, Progressive Insurance
Gary Smeal, Neutron Industries
Shannon Ventresca, Liberty Mutual
DeAnna Willett, Heart Home Care
Josh Williams, Advance Ohio
Peter Zahirsky, LC Port & Economic Development Authority
Alex Zinni, Alpha Key Digital
Melissa Zummo, Lighthouse Advisers
Odie Zupancic, Erie Bank
2018 CAMPAIGN KICKOFF!

MORRIS BEVERAGE III, Lighthouse Advisers

Campaign Chair & Emcee

2018 Campaign Kicked Off its annual giving campaign the evening of Wednesday, September 12, 2018 with a free community event at Classic Park, home of the Lake County Captains.

The event showcased the marching band drumlines from six Lake County High Schools. The event was UWLIC’s largest kickoff ever drawing a crowd of approximately 1,800 guests.

All United Ways are independently operated and governed. All start with a zero balance each year and must raise funds from within Lake County to effect change.

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Funds raised in Lake County stay in Lake County.
ANNUAL MEETING HIGHLIGHTS

ANNUAL MEETING KINDLY SPONSORED BY LAKE HEALTH AND THE LUBRIZOL CORPORATION

**Gus Gehring Award**
Jim Tobin, Community Volunteer

**Matt Logies Ambassador Award**
Angela Smith, Madison Local School District

**Outstanding Woman Leader of the Year Award**
Amber Thomas, Crossroads

**Outstanding Emerging Leader of the Year Award**
Bryan Thomas, Lighthouse Advisers

**The Power of One Award**
Patty Perry, ProMark Enterprises

**Advocate of the Year**
Bob Petti, Community Volunteer

**Clem Urbanski Award**
Mentor Public Schools

**Cornerstone Award Winners**
Avery Dennison
Employee Campaign: Largest Dollar Increase

**Lakeland Community College**
Education Campaign: Largest Total Dollars

**Willoughby South High School**
Student Campaign: Largest Student Campaign

**Largest Amount Ever Raised and Donated from One Single Company Event**
Avery Dennison

$100,000+ CLUB

Workplace fundraising campaigns are the very foundation of United Way of Lake County. The generosity of the nearly 400 businesses, organizations, schools and agencies along with their employees, change the odds for those struggling in Lake County. We are grateful to all of our donors and especially to the below listed $100,000+ Club members:
16TH ANNUAL CELEBRITY SERVER FUNDRAISER: MARCH 14, 2019

Celebrity Server is United Way of Lake County's (UWLC) largest annual fundraiser and raised $35,000! An additional $5,000 was also raised from the organization's WinningXTwo raffle, which culminated on the day of the fundraiser. Over 500 guests and 50 Celebrity Servers attended. Guests playfully razzed their servers, who bravely stepped up to wait tables in exchange for earning tips to benefit the work of UWLC. Green was the color of the day and the event included a meal of traditional Irish eats, karaoke, a Chinese auction, 50/50 raffle and more. Good time. Great cause.

Presenting Sponsor: The Lubrizol Corporation
Event Sponsors: Lake Health, SMART Local #33, Lake County Captains, The News-Herald, Erie Bank, CT Consultants, Cornerstone IT and Lakeland Community College
WinningXTwo Raffle Sponsor: Lighthouse Advisers

27TH ANNUAL FEED LAKE COUNTY FUNDRAISER: SPRING 2019

UWLC held its 27th Annual Feed Lake County Fundraiser this past spring. Due to the generosity of the community and local businesses, organizations, agencies and schools who ran food drives, UWLC raised 84,785 pounds of food. The food was distributed on May 22, 2019 to 48 local food pantries. This provided enough food for 70,654 meals to residents in need. Funds totaling $43,181 were also raised to help feed Lake County’s hungry, who account for nearly 1 in 9 residents. The funds are enough to provide an additional 175,524 meals and will be used by UWLC to help re-stock the food pantries throughout 2019. Feeding hunger truly takes a village. Over one thousand volunteer hours went into collecting and sorting donated food. Below are a couple of highlights worth noting:

Mentor Public Schools: Mentor Public Schools have been supporting UWLC’s fight against hunger from the inception of its food drive 27 years ago. This year the students and administrators collected and donated enough food for 15,510 meals. Students from Mentor CARES also volunteered countless hours helping sort the food for distribution. And Mentor Public Schools Superintendent, Bill Porter, came to UWLC’s rescue, donating the former Rice Elementary School building to house the drive after the organization found itself without a location for the first time in years.

Moving Ahead Services: Moving Ahead Services is an organization that cares about the community it serves, and they have become one of UWLC’s strongest partners in the fight against hunger. Moving Ahead Services donates all of the boxes UWLC uses to collect food. They volunteer use of their staff of movers and moving trucks to help transport food, and they donate a large majority of food collected from their Move for Hunger program.

6TH ANNUAL DINE-TO-DONATE FUNDRAISER: APRIL 16, 2019

For the second year in a row, UWLC's Emerging Leaders planned and ran the organization's annual Dine-to-Donate event. They recruited 30 restaurants from throughout Lake County who generously agreed to donate a percentage of revenue from their daily sales on April 16, 2019 to help UWLC feed Lake County. This year's event raised over $13,000!

Event Sponsors: Jeff Collins, Moving Ahead Services and Dr. AJ Lino, Musser Lino Health & Wellness
Top Contributing Restaurant: Bistro 70
Top Contributing Team: Jeff Collins, Moving Ahead Services (West Team)

26TH ANNUAL DAY OF CARING: JUNE 27, 2018

Approximately 500 volunteers took part in UWLC’s largest volunteer event during their 26th annual Day of Caring on June 27, 2018. A total of 35 companies and organizations adopted 45 projects to help Lake County nonprofits and residents in need. The day started with a pancake breakfast for volunteers at Lakeland Community college. Volunteers then participated in a large variety of projects throughout the community. These included indoor and outdoor painting, cleaning, weeding, window washing, yard clean up, hedge trimming, mulch spreading, planting flowers and hosting picnic socials. Over 200 volunteers from Avery Dennison installed a nature playground park for the Outdoor Y in Perry while another group spent time prepping meals at our community’s soup kitchen. This “feel good” day saves Lake County non-profits thousands of dollars while beautifying the community. It also allows volunteers to see first-hand the work local nonprofits do every day and helps promote year-round volunteerism.

Sponsor: Winter Equipment
In-Kind Sponsors: Giant Eagle, Lakeland Community College, Perkins and Vector Screenprinting & Embroidery
EMERGING LEADERS

The Emerging Leaders (EL) of United Way of Lake County, formerly known as the Young Leaders, seek to be a catalyst for change in the lives of Lake County youth through leadership, advocacy, knowledge and education in order to facilitate positive behaviors that will create tomorrow's leaders.

The ELs volunteer their time to assist with a number of community projects and donated over 200 hours of volunteer time throughout 2018. Projects included running UWLC’s Dine-to-Donate, facilitating the organization's Youth United Way program, sorting and distributing food donations from UWLC's Feed Lake County program, volunteering at Lake County’s Annual Back-to-School Bash for children in need, volunteering at the Lake County YMCA's Dreamhouse, and adopting Caley's Home for the holidays, providing good cheer and gifts to the children of this foster home.

The ELs also host an annual golf outing to raise funds in support of their grant allocation program. The 2018 golf outing took place on August 31, 2018 at Black Brook Golf Course and raised a record $20,000. Sponsors included:

Presenting Sponsors: The Lubrizol Corporation, Building Laborers Local #310 and Huffman/Mayer Wealth Management of Wells Fargo Advisors
Food & Beverage Sponsor: SMART Local #33
Registration Sponsor: The Walleye Run
Cart Sponsor: Brunner Sanden Deitrick Funeral Home & Cremation Center
Hole-in-One Sponsor: DTC Marketing

2018 GRANT ALLOCATIONS

Total Allocated: $15,218
- Alliance for Working Together - Junior Botz Program: $1,250
- Girl Scouts of Northeast Ohio - Journey Program: $1,100
- Hospice of the Western Reserve - Grief Resources Program for Children: $1,000
- Lake County Free Clinic - Helping Children Breathe Better: $2,593
- National Alliance on Mental Illness (Lake County) - Ending the Silence: $2,000
- Salvation Army Citadel - Steam Program: $2,275
- Youth United Way - Grant Award Allocation Program: $5,000

YOUTH UNITED WAY

The Youth United Way (YUW) program is facilitated by the ELs. A record 32 students from throughout Lake County participated in the 2019 program. These students included:

Class of 2019
- Jacob Benner, Mentor High School
- Kendra Brown, Perry High School
- Brooke Butler, Madison High School
- Ryan Clendenning, Lake Catholic High School
- Jena Delfs, Kirtland High School
- Patience Doining, Fairport Harding High School
- Paul Donikowski, Andrews Osborne Academy
- David Gonia, Mentor High School
- Seamus Garry, W.E. School of Innovation
- Ashlee Hathaway, Madison High School
- Ethan Hicks, Perry High School
- Delaney Horton, Madison High School
- Owen Johnson, Willoughby South High School
- Alisa Krivenko, Andrews Osborne Academy
- Max Lapuh, South High School
- Maylee Martin, Harvey High School
- Kartlin McFadden, Andrews Osborne Academy

Class of 2019 (continued)
- Caleb Mehls, Perry High School
- Nick Noch, Madison High School
- Shaalin Patel, Andrews Osborne Academy
- Lani Pohl, Andrews Osborne Academy
- Elizabeth Regovich, Eastlake North High School
- Danny Simbeya, Mentor High School
- Nikolaus Spotz, Mentor High School
- Rachel Staas, South High School
- Savannah Sump, Mater Dei Academy
- Nicole Tren, North High School
- Sara Tripodo, Riverside High School
- Gavin Tryon, Eastlake Middle School
- Sarah Uhran, Notre Dame-Cathedral Latin School
- Dominick Vernon, Kirtland High School
- Alexi Wade, Riverside High School

2019 Grant Allocations
- Lake County Free Clinic - Acute Medical: $1,350
- Lake County Free Clinic - Dental: $1,350
- Project Hope for the Homeless: $700
- Birthright - Infant Formula: $600
- Starting Point - CDA Program: $500
- Torchlight Youth Mentoring Alliance - Community Based: $500
- Crossroads - Family Pizza Night: $250
WOMEN’S LEADERSHIP COUNCIL (NOW WOMEN UNITED)

The purpose of United Way of Lake County’s Women’s Leadership Council (WLC) is to positively impact the lives of women and girls through the philanthropic efforts of giving, advocating and volunteering. The concept is based on the recognition of women as a powerful philanthropic force. Together, they work to positively impact the lives of Lake County women and girls in need. They are grounded in the idea that addressing the most critical needs of women and girls lifts the community as a whole and creates a better life for us all.

WLC members volunteered their time in 2018 to many worthy causes. This includes facilitating a series of life skill seminars for students of the Women’s Center at Lakeland Community College. The WLC also volunteered their time mentoring troubled young girls in Lake County Juvenile Court Judge Karen Lawson’s New Voices program. They spent time mentoring women recovering from substance addiction at Lake-Geauga Recovery Centers’ Oak House, where they provided clients with year-end holiday gifts and cheer. The WLC also held several mini “Day of Caring” projects performing yard clean-up for senior residents in need.

In addition to their volunteer work, the WLC hosts an annual fundraiser to support its grant funding program. In 2018, they held their 7th Annual Women’s Winterfest & Holiday Food Tasting on November 29. The fundraiser raised a record $27,500.


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GROUPS

**2018 GRANT ALLOCATIONS**

**Total Allocated:** $29,047

- Lake County Community Network - Emergency Rent & Utility Assistance for Women: $5,000
- Lake-Geauga Recovery Centers - Furnishings for new Women’s Recovery House: $4,000
- Project Hope for the Homeless - 77 Nights of Shelter for Women and Girls: $3,011
- Fine Arts Association - Girl Power Scholarships for Girls from Low-Income Households: $3,000
- The Salvation Army - S.S. Kids Project: $2,500
- Crossroads - Girls on the Run Program: $2,400
- Lake County Juvenile Court - New Voices for Girls Program: $2,360
- Lake County Educational Service Center - Service & Leadership Engagement Program Scholarships for Girls: $1,500
- Lake-Geauga Recovery Centers’ Oak House - A WLC Christmas for Oak House: $1,000
- Painesville Community Theater - Theater Camp Scholarships for Girls: $1,500
- Hospice of the Western Reserve - Bereavement Program for Girls: $1,200
- Hannah’s Home - First Step Kids for Mothers in Maternity Program: $870
- Western Reserve Community Development - Create a Healthy & Balanced You Program: $706
# FINANCIAL REPORT

## ASSETS

<table>
<thead>
<tr>
<th>Item</th>
<th>At June 30, 2018</th>
<th>At June 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$219,087</td>
<td>$264,976</td>
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<tr>
<td>Pledges Receivable</td>
<td>719,673</td>
<td>813,412</td>
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<tr>
<td>(Less Allowance for Uncollectible)</td>
<td>$(80,000)</td>
<td>$(90,000)</td>
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<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>33,859</td>
<td>33,127</td>
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<tr>
<td>Investments</td>
<td>2,004,651</td>
<td>1,861,691</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>464,586</td>
<td>486,598</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$3,361,856</strong></td>
<td><strong>$3,370,204</strong></td>
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</tbody>
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## LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>At June 30, 2018</th>
<th>At June 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allocations Payable</td>
<td>$1,104,009</td>
<td>$1,200,000</td>
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<tr>
<td>Designations Payable</td>
<td>36,529</td>
<td>38,404</td>
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<tr>
<td>Accounts Payable and Other Payables</td>
<td>32,016</td>
<td>17,405</td>
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<tr>
<td>Accrued Expenses</td>
<td>17,604</td>
<td>23,079</td>
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<td><strong>Total Liabilities</strong></td>
<td><strong>$1,190,158</strong></td>
<td><strong>$1,278,888</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$1,582,287</td>
<td>$1,551,200</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>589,411</td>
<td>540,116</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$2,171,698</strong></td>
<td><strong>$2,091,316</strong></td>
</tr>
</tbody>
</table>

| Total Liabilities and Net Assets            | $3,361,856      | $3,370,204      |

## Pie Chart

- Direct Community Service: 80.5%
- Community Impact & Allocations/Agency Relations: 7.2%
- Management & General: 12.3%
- Supporting Services: Resource Development: 0%

Total: $2,183,234
FUNDS RAISED IN LAKE COUNTY STAY IN LAKE COUNTY,
CHANGING THE ODDS FOR OUR COMMUNITY’S MOST VULNERABLE RESIDENTS.

All United Ways are independently operated and governed. This allows each to best serve the diverse needs of the respective communities supported. In the case of United Way of Lake County, the community served is Lake County, Ohio.

United Way of Lake County is solely dependent upon local donations. The non-profit programs they support rely heavily on them to impact the lives of those in need. As such, United Way of Lake County relies heavily upon the goodwill of the businesses, organizations and residents who donate to make it happen.